



EMPLOYEE BENEFITS SALES OPPORTUNITIES

HMS is seeking an Insurance Sales Account Executive. Do you want to work in an exciting, fast paced industry with ***unlimited income potential*** selling complex group benefit products and services to other businesses? If so, read on.....

- Comprehensive and on-going training and development
- Competitive starting salary during training period and until validation
- Build a group of customers as if it was your own business
- Work with other high income earners
- Build a career that can offer you freedom and flexibility as you grow your client base
- Work independently as your knowledge and client base grows
- Comprehensive Benefits Package including Medical, Dental and Vision
- 401K with corporate matching

KEY RESPONSIBILITIES

- Lead generation and prospect research
- Cold calling
- Business to Business sales
- Work with business owners, executives and leaders in construction, manufacturing, commercial real estate, wholesale and retail industries
- Attend sales meetings
- Make small and large group presentations

QUALIFICATIONS

- Bachelor's Degree
- 2-3 years experience – group benefits preferable
- Valid Life & Health license
- Strong sales and customer service skills
- Client focused sense of urgency and fast learner
- Solid written and interpersonal skills including active listening
- Ability to navigate various computer systems and software
- Strong organizational skills with the ability to effectively manage multiple tasks and prioritize client's needs
- Proficient in Word, Excel and Outlook